

# GLENDALE

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YOUR HOME **SOLD**  
GUARANTEED  
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[www.CityofGlendale.com](http://www.CityofGlendale.com)

## Merry Christmas & Happy New Year!

It's that time of year again where we reflect on the last 12 months and wonder where time flew. I can't thank you enough for your continued friendship, loyalty and business. Once again, we had a record year, and I could not have done any of this without your support -- Thank you!

While selling homes may seem like work, coming home to 3 wild kids is even more labor intensive.

**Joey** (who now insists on being called "Joseph"), is now in 1st grade - the same school I went to. He enjoys authoring and illustrating his own books and riding his bike more recklessly than Evel Kneivel. He can provide directions better than any navigation system and knows exact coordinates wherever we may end up.

**Nicole** is by far the most level-headed among the 5 of us. She brings peace and harmony to our home and never complains about anything. She's happy in any given circumstance and helps us with everything! She loves having ketchup on practically anything that's consumable and has the largest collection of naked Barbie dolls.

**Melanie** is the glue that keeps everything together. For an entire year since she was born, we thought we had created a monster -- she never stopped yelling or crying. Thankfully, that stopped! Now, she's in the cutest stage ever as she mumbles her 10 word vocabulary each day. She's got a jab that nobody can dodge and insists on carrying a book everywhere she goes.

**Mania** is the woman that brings chaos to a minimum. She's a drill sergeant in the mornings while getting the kids ready for school and can maneuver an extended Escalade better than most can do with a Toyota Prius. She has more patience than ever, but when she suddenly gets that twitch in her face, immediate evacuation is usually recommended. As a pharmacist, she normally gets us all drugged up before symptoms even have a chance to start. I love her to pieces and can't ask for a better friend for life and a mother for our kids.

Aside from finishing my diet that's normally on "hold", my 2016 goal is to truly cherish the friends we have while spending as much time as I can with my family. Time does fly, and we've gotta embrace every moment of it. Selling homes has been more of a lifestyle than an occupation and the countless friendships that have been developed as a direct result of it, is amazing.

I wish you a blessed holiday season filled with success, happiness and a stellar 2016.

Cheers from my home to yours!

## Have an awesome 2016!

Albert Hairapetian



**ALBERT M. HAIRAPETIAN**

Your Real Estate Consultant for Life!

818-244-2939 | 818-522-8898

[www.RealEstate123.com](http://www.RealEstate123.com)

[albert@realestate123.com](mailto:albert@realestate123.com)

CalBRE# 01213318



*The Hairapetians*

Albert, Mania, Joseph (6), Nicole (4), & Melanie (1 year 7 months)

# of Homes for Sale: **21**  
 # of Homes In Escrow: **36**

	Price	Days on Market
Average Listed Single Family Home:	\$1,283,137	58
Average <b>SOLD</b> Single Family Home:	\$853,305	43
Average Listed Condo/Townhome:	\$503,222	33
Average <b>SOLD</b> Condo/Townhome:	\$413,122	52

Full Active Listings, Pictures & Details at [www.91201.com](http://www.91201.com) & [www.91202.com](http://www.91202.com)

<b>SOLD</b> 4Bd/5Ba <b>\$2,425,000</b> 1661 Valley View Road	<b>SOLD</b> 4Bd/3Ba <b>\$1,115,000</b> 909 Cumberland Road	<b>SOLD</b> 4Bd/1Ba <b>\$1,040,000</b> 1368 Raymond Avenue	<b>SOLD</b> 3Bd/1Ba <b>\$1,002,500</b> 1524 E. Irving Avenue
<b>SOLD</b> 2Bd/2Ba <b>\$975,000</b> 431 Audraire Drive	<b>SOLD</b> 3Bd/3Ba <b>\$940,000</b> 306 W. Parkwood Drive	<b>SOLD</b> 2Bd/1Ba <b>\$790,000</b> 910 Graynold Avenue	<b>SOLD</b> 2Bd/1Ba <b>\$725,000</b> 1351 Spazier Avenue
<b>SOLD</b> 5Bd/4Ba <b>\$1,300,000</b> 2342 Paseo De Cima	<b>SOLD</b> 4Bd/3Ba <b>\$1,240,000</b> 3725 San Augustine	<b>SOLD</b> 4Bd/3Ba <b>\$1,158,000</b> 2445 Flintridge Drive	<b>SOLD</b> 5Bd/3Ba <b>\$1,088,000</b> 1701 Chevy Knoll Drive
<b>SOLD</b> 3Bd/3Ba <b>\$980,000</b> 2427 Hollister Terrace	<b>SOLD</b> 3Bd/2Ba <b>\$899,000</b> 3526 Saint Elizabeth Road	<b>SOLD</b> 3Bd/2Ba <b>\$895,000</b> 950 Coronado Drive	<b>SOLD</b> 2Bd/2Ba <b>\$870,000</b> 2664 E. Glenoaks Blvd.
<b>SOLD</b> 3Bd/2Ba <b>\$870,000</b> 1610 Sheridan Road	<b>SOLD</b> 3Bd/3Ba <b>\$797,000</b> 1626 Ina Drive	<b>SOLD</b> 3Bd/3Ba <b>\$779,000</b> 512 La Loma Road	

**91206**  
 Chevy Chase, Emerald Isle,  
 Glenoaks Canyon, College  
 Hills, & others

# of Homes for Sale: **22**  
 # of Homes In Escrow: **13**

	Price	Days on Market
Average Listed Single Family Home:	\$1,105,131	52
Average <b>SOLD</b> Single Family Home:	\$849,916	50
Average Listed Condo/Townhome:	\$416,639	59
Average <b>SOLD</b> Condo/Townhome:	\$398,754	54

Full Active Listings, Pictures & Details at [www.91206.com](http://www.91206.com)

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## Marketing with Albert Hairapetian

**(818) 244-2939** Call NOW for a private consultation

- Elegant Brochures / Literature
- Professional Photography Session
- Custom Publication in Various Sources
- Exclusive Seller Representation
- Exclusive Buyer Representation
- Lifetime use of our Moving Truck
- Maximized Internet Presence
- Weekly Feedback Report
- .... and much more!



For the first time ever, we are launching "The Residence Collection" which will highlight all Arbitrage signature exclusive listings.

This unique personalized luxury branding will be applied to specific Arbitrage listings which meet our collection criteria. Given the current market trend, we felt that exquisite properties deserve exquisite attention. We finally discovered & created "The Residence Collection" to meet this expectation and to enhance the exposure these types of properties deserve and also demand.

Visit [www.realestate123.com/theresidence](http://www.realestate123.com/theresidence) to discover the qualifications and benefits of being included in this signature collection!

Get a **FREE** copy of Albert's NEW Book titled, **"15 Ways to Sell Any Home For More Money Fast!"**

Albert wrote, printed, and published his very first real estate book titled "15 Ways to Sell Any Home for More Money Fast!". This 120 page "easy read" book highlights 15 of the most critical components every seller needs to know when selling. After selling so many homes for nearly 2 decades, Albert narrowed everything down to this book that spells everything out. Reserve your **FREE** copy today!



If you're thinking of selling, you've gotta get your hands on this book immediately -- **IT'S FREE!!!**  
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- Conventional loans up to \$417,001 - \$625,000 (4.125% with 0 points)
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- Jumbo 30 Year Fixed (3.7500% with 0 points)
- Jumbo 5/1 ARM (3.00% with 0 points)

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